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## The Mid-Fairfield Record

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# UPCOMING EVENTS

### **FEBRUARY**

- 21 - Social Media Meeting @ MFCAR - 2:30 PM
- 22 - Board of Directors Meeting - 10:00 @ MFCAR

### **MARCH**

- 15 - PSCS Class - Hartford 9:00 AM - 12:00 PM
- 20 - Real Estate Safety Awareness General Meeting Breakfast - 9:30AM - 12:00 PM @ Rolling Hills Country Club 333 Hurlbutt St, Wilton, CT
- 21 - State Directors Meeting
- 22 - Board of Directors Meeting - 10:00 @ MFCAR
- 26 - SmartMLS classes @ MFCAR
- 27 - YPN Luncheon - 12:00 PM - 2:00 PM - More information to come
- 28 - 4/1 AE Seminar

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### **DUES REMINDER**

The MFCAR 2019 Dues Invoices were emailed out the first week of December. They were emailed to you from [Anissa@MFCAR.com](mailto:Anissa@MFCAR.com).



Payment was due by January 31, 2019.

Please give us a call at 203-227-4418 if you have questions.

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### **PRESIDENT'S UPDATE**

**Important information for you to know ...**

The CTR Board of Directors approved a **\$100 dues increase for 2020**. Individual members can receive a \$100 dues discount in 2020 under the criteria approved by the CTR Executive Committee, noted below.

Respond to any CTR Call for Action (CFA) by September 1, 2019; **OR** Participate in a CTR Advocacy or CTR Charitable event, should there be one, by September 1, 2019.



**When you opt-in to CTR's New Text/Messaging Program you will receive occasional alerts by text or electronically recorded voice messages to keep you informed about developments on important issues. The alert system maps members to the address in their membership record so you'll receive alerts that have an impact on you personally.**

I received a Call for Action text last Thursday, 2/14. It was to fight a new Buyer's Conveyance Tax. It took me less than 30 seconds to send a letter to my legislators (Click, Click, Send). I received a text in reply thanking me for taking action. It's that simple.

### **To Sign up:**

- **Text CTR to 52886 to initiate the opt-in process. Soon after, you will receive a text request for a few pieces of information to complete the set-up.**
- **[CLICK HERE TO FILL OUT CTR'S 2019 TEXT OPT-IN FORM ONLINE](#)**

**[Click here for a list of CTR's Legislative Priorities as of 1/13/2019](#)**

For REALTORS® who join on or after September 1, 2019, or after the last CFA or designated event, there will be an opportunity for new members to respond to a generic CFA established by CTR before December 31, 2019. That option **will NOT apply** to those holding membership prior to that date.

**Note:** There are no provisions or goals that will rescind the dues increase for the entire state's membership in 2020. Responding to a NAR Call for Action cannot meet the requirement as the accuracy of the reporting in that system is not reliable.

**That's all for now. Here's to a very productive and successful year!**

**Deb Alderson**  
MFCAR President

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## **CAROL'S NEWS**

### **REALTOR® Emeritus Status**

A REALTOR® Member who has held membership in the National Association as a REALTOR®, for a cumulative period of forty (40) years is eligible for REALTOR® Emeritus status.



At the 2013 REALTORS® Conference & Expo, the Delegate Body approved an amendment to Article III, Section 9 of the NAR Constitution, which outlines REALTOR® Emeritus eligibility.

Beginning with applications filed in 2015, in addition to the forty (40) years of membership, a REALTOR® Emeritus candidate member must also have completed at least one (1) year of service at the National Association level. However, for applications filed through 2019, the one (1) year service requirement may also be met through service at the state or local level.

This provision will sunset at the end of 2019.

Upon approval of an application for REALTOR® Emeritus by the Board of Directors of the National Association of REALTORS®, no further payment of dues to the National Association is necessary by the member association of which the REALTOR® Emeritus is a member. Please note that the dues waiver does not take effect until the dues year immediately following the Board of Directors' approval. In addition, REALTOR® Emeritus Members are exempt from the Code of Ethics Training requirement.

A completed application is necessary to begin the approval process for REALTOR® Emeritus status, which must be completed by the candidate's local association. Documentation substantiating the candidate's forty (40) years of membership (and one (1) year of service, as applicable) must be attached to the application.

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## **2019 UPCOMING EVENTS**

Since time seems to move so quickly these days, we wanted to share our 2019 MFCAR Calendar of Events hoping that providing you with this information in advance would allow you to mark your calendars with the dates of the events that interest you.

Additionally, we are actively seeking Affiliate event sponsors. Please contact Carol Heins at 203-227-4418 or by email [carolheins@mfcars.com](mailto:carolheins@mfcars.com) if you'd like to be a sponsor.

**DON'T FORGET TO PUT THESE IMPORTANT DATES ON YOUR CALENDAR.**

[Click here for printable 2019 Calendar of Events](#)



## 2019 CALENDAR OF EVENTS



MFCAR is pleased to offer a REALTOR® Safety General Meeting hosted by the Wilton Police Department and the Rolling Hills Country Club.

REALTORS® should always keep personal safety top of mind by learning ways to avert or respond to dangerous situations and avoid harm as we practice our profession.

Wilton Police Lt. David Hartman & Officer Diane MacLean will outline safety protocol for showing properties and open houses including understanding physical and instinctual response to threats or attacks. Being empowered enables us to be safer while doing our job.

Additionally, Rolling Hills will be offering tours of their facility after the meeting. We hope that you will join us for this very informative meeting.

**Meeting is complimentary for MFCAR members. ADVANCE ONLINE REGISTRATION IS REQUIRED.**

Non-Members Fee is \$15.00 - Paid in advance.

Register ASAP to secure your seat!

**[CLICK TO REGISTER](#)**

**THANK YOU**

**A VERY SPECIAL THANK YOU TO  
TIGER HOME & BUILDING INSPECTIONS  
&  
THE RUSSELL AGENCY, LLC  
FOR SPONSORING OUR NEW YEAR'S SOCIAL AT  
OSTERIA ROMANA.**

Pictures courtesy of MFCAR Affiliate Member Hector Pachas Photography.



Marta Garcia & Bunny Mostad



Carol Heins & Ken D'Arinzo



Lauren Kinsman, John DiCenzo  
& Helen Cusa

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**PRINCIPLES & PRACTICES**

Do you know someone looking to become a Real Estate Salesperson?



MFCAR has partnered with Agent-Prep and is holding Principles and Practices classes at MFCAR.

For more information call Rudy Cenci at 203-521-9451 or [Click to Register](#).

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**GATES SCHOLARSHIP**

# There are Easier Ways to Help Fund Your Child's Education

**A Raymond F. Gates, Jr. Memorial Scholarship Can Help!**



For more information on eligibility requirements and to access our online application system, go to [www.ctrealtors-care.org/scholarships](http://www.ctrealtors-care.org/scholarships).

Application  
Deadline is  
April 12, 2019



## **NEW MEMBERS**

**JANUARY 2019**

**Affiliate Members**

**Total Affiliate Members - 34**

**New REALTOR® Members**

**Total REALTOR® Membership - 1127**

- Adcock, Kelly - Wm. Raveis, Westport
- Atwood Kottler, Laura - Compass CT, Westport
- Bacoulis, Chris/DR - Realty One Group Connect, Shelton
- Bentley Carmichael, Jenny - Riverside Realty Group, Westport
- Christofor, Cara - Keller Wms Prestige, Stamford
- Cromwell-Hunt, Carrie - Halstead, Westport
- DiMeglio, Melissa - Wm. Pitt, Wilton
- Gricar, James - Wm. Pitt, Westport
- Higgins, Christine - Weichert, Westport
- Johnson, Samuel - Berkshire, Norwalk
- Minichetti, Marissa - Wm. Pitt, Westport
- Monahan, Veronica - Riverside Realty Group, Westport
- Nash, Gaylen - Wm. Pitt, Darien
- Powell, Thomas - Wm. Raveis, Stamford
- Smith, Ryan - Shelby's Realty, Norwalk
- Starno, David - Wm. Raveis, Wilton
- Twombly, Jennifer - Wm. Raveis, Westport
- Videler, Elizabeth - Riverside Realty Group, Westport

## **Market Trends**



## Housing Statistics - MARKET TRENDS:

January 1, 2019 – January 31, 2019

\*Approximate Population

### POPULATION

Norwalk	Weston	Westport	Wilton	Fairfield
87,776*	10,179*	26,391*	18,062*	60,855

### Continue to Show Single Family Homes

### Pending (Deposit) Listings Single Family Homes

Town	Units	Avg/Med Market Time	Units	Avg/Med Market Time
Norwalk	19	93/147	16	135/140
Weston	7	126/91	3	89/92
Westport	4	182/235	6	89/79
Wilton	8	194/233	8	216/230
Fairfield	23	102/112	32	163/107

## YEARLY COMPARISON: The Average & Median PRICE for Houses & Condo's SOLD 2019 & 2018

Town	Property Type	1/1/19 - 12/31/19		1/1/18 - 12/31/18	
		Unit	Average/Median Price	Units	Average/Median Price
<b>Norwalk</b>	Single Family	31	480,926/433,800	675	606,731/488,000
	Condominium	21	303,167/287,000	364	278,186/259,000
<b>Weston</b>	Single Family	8	688,875/648,000	167	813,817/703,210
<b>Westport</b>	Single Family	14	1,229,231/1,238,000	411	1,457,544/1,220,000
	Condominium	3	667,500/750,000	26	606,994/602,000
<b>Wilton</b>	Single Family	12	716,875/630,000	206	867,153/785,000
	Condominium	-	-	30	422,550/411,000
<b>Fairfield</b>	Single Family	45	768,835/580,000	729	774,234/630,000
	Condominium	9	439,814/375,000	123	468,436/360,000

DATA PULLED FROM SMARTMLS - INFORMATION HAS NOT BEEN VERIFIED AND ACCURACY IS NOT GUARANTEED.

## **CE Connection**

# 2020 Continuing Education Requirement for Salespersons & Brokers

Every even-year, all RES/Salespersons & REB/Brokers must complete four (4) - 3hr CE Classes.

The 4 CE Classes you must take (in any order) are:

- 1. CT Real Estate Agency Law & Fair Housing 1
- 2. CT Real Estate Agency Law & Fair Housing 2
- 3. Code of Ethics - Make sure you email certificate to [mfcар@mfcар.com](mailto:mfcар@mfcар.com) so that we can update your record in NAR.
- 4. Elective

Classes due by:

Broker renewal period: 4/1/18-3/31/20

Salesperson renewal period: 6/1/18-5/31/20

Exceptions:

Salespersons who passed their license test between 6/1/18-5/31/20 or Brokers who passed their test between 4/1/18-3/31/20, are only required to take 1 class - Code of Ethics, which is available free of charge on NAR website: Click here to take the FREE Ethics Class. (make sure you email certificate to [mfcар@mfcар.com](mailto:mfcар@mfcар.com) so that we can update your record in NAR)

Click for online classes: <http://mfcар.theцeshop.com>.

**Coupon valid 2/20/2019**



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## **SMARTMLS CLASSES AT MFCAR - MARCH 26, 2019**

**9:30 – 10:30 Instanet Overview** - <https://events.eventzilla.net/e/instanet-transaction-desk-overview--westport-live-class-2138724899?resp=on&dateid=2138690055>

See the transaction management tool Instanet and what tools it has to offer, topics covered include:

- \*Dashboard navigation
- \*Setup Options
- \*Creating a Transaction
- \*MLS Integration/Forms
- \*Authentisign introduction



**11:00 -12:00 Authentisign** - <https://events.eventzilla.net/e/authentisign--westport-live-class--2138725085?resp=on&dateid=2138690054>

Learn how to utilize the electronic signature tool within Transaction Desk. Topics covered will include:

- \* The different types of participants for a signing event
- \* How to add participants to a signing
- \* Editing tools
- \* Checking the status of a signing

**1:30 – 2:30 Take Matrix to next level** - <https://events.eventzilla.net/e/take-matrix-to-the-next-level--westport-live-class-2138725087?resp=on&dateid=2138690048>

After mastering the search fundamentals, this class will help you to build on the basic MLS system as we dive into advanced search options in the Matrix system. See how to add additional search criteria, use the map to find unique geography, and customize grids for preferred information. Discover how to automate emails to your clients with ease and efficiency. Topics will include:

- \* Using additional search criteria and wildcards
- \* Understanding the Map features
- \* Using Column Manager
- \* Auto Email management
- \* Reverse prospecting

**3:00 – 4:00 CMA** - <https://events.eventzilla.net/e/smartmls-cmas--westport-live-class-2138725086?resp=on&dateid=2138690050>

Fine tune your skills on creating a masterful Comparable Market Analysis Report and find ways to evaluate a listing price. Use the Quick Report when time is of the essence. Walk through the more elaborate steps to creating a CMA and understand how adjustments are done. We will also help you to manage your CMA by adding personal pages and using the editing features. Be ready for your next seller client.